

What is claimed is:

1. An apparatus for business negotiations, comprising:

a first registration device for creating estimate request information and registering the estimate request information on a homepage on the Internet;

a first transmission device for transmitting an estimate request occurrence notice to at least one predetermined prospective dealer via e-mail to inform that the estimate request information is registered on the homepage;

a first reception device for receiving from the prospective dealer via e-mail a response registration notice which shows estimate information decided by the prospective dealer based on the estimate request information registered on the homepage in response to the estimate request occurrence notice;

a first reference device for referencing the estimate information on the homepage in response to the response registration notice;

a decision device for selecting and deciding a dealer to be dealt with from the prospective dealers based on the estimate information referenced on the homepage and business conditions registered in advance; and

a second transmission device for transmitting a dealer decision notice via e-mail to the dealer.

2. An apparatus for business negotiations according to claim 1, further comprising a reapplication device for registering new estimate request information by the first registration device and transmitting an estimate request occurrence notice to the predetermined prospective dealer again by the first transmission device when the business

conditions registered in advance are not agreed on.

3. An apparatus for business negotiations according to claim 1, further comprising a fourth transmission device for sending, to the prospective dealers other than the dealer decided on via e-mail termination notices which inform the prospective dealers that the estimate request has been terminated.
4. An apparatus for business negotiations according to claim 1, further comprising a fifth transmission device for sending the estimate information to a person who is responsible for the estimate request information via e-mail after the dealer has been decided.
5. An apparatus for business negotiations according to claim 1, wherein the prospective dealers are sorted in accordance with the persons who are responsible for the estimate request information.
6. An apparatus for business negotiations according to claim 1, wherein the business conditions include an acceptable price.
7. An apparatus for business negotiations according to claim 6, further comprising a sixth transmission device for transmitting, to an ordering manager, an acceptance request notice which confirms whether the price, which is listed in the estimate information and exceeds the acceptable price, can be accepted.
8. An apparatus for business negotiations according to claim 7, wherein the decision device decides the dealer after the ordering manager has accepted the price listed in the estimate information.

9. An apparatus for business negotiations, comprising:

a second reception device for receiving an estimate request occurrence notice from an ordering side via e-mail;

a second reference device for referencing estimate request information on a homepage on the Internet in response to the estimate request occurrence notice;

a second registration device for creating estimate information based on the estimate request information, and registering the estimate information on the homepage;

a third transmission device for transmitting a response registration notice to the ordering side via e-mail to inform that the estimate information is registered; and

a third reception device for receiving a dealer decision notice based on the estimate information from the ordering side via e-mail in response to the response registration notice.

10. A system for business negotiations, comprising:

a first apparatus for business negotiations comprising a first registration device for creating estimate request information and registering the estimate request information on a homepage on the Internet, a first transmission device for transmitting an estimate

request occurrence notice to at least one predetermined prospective dealer via e-mail to inform that the estimate request information is registered on the homepage, a first reception device for receiving from the prospective dealers via e-mail a response

registration notice which shows estimate information decided by the prospective dealer based on the estimate request information registered on the homepage in response to the

estimate request occurrence notice, a first reference device for referencing the estimate information on the homepage in response to the response registration notice, a decision

device for deciding a dealer to be dealt with from the prospective dealers based on the estimate information referenced on the homepage and business conditions registered in advance, and a second transmission device for transmitting a dealer decision notice to the

15 dealer via e-mail;

a second apparatus for business negotiations comprising a second reception device for receiving an estimate request occurrence notice via e-mail, a second reference device for referencing estimate request information on a homepage on the Internet in response to the estimate request occurrence notice, a second registration device for

20 creating estimate information based on the estimate request information and registering the estimate information on the homepage, a third transmission device for transmitting a response registration notice to the first reception device via e-mail to inform that the estimate information is registered, and a third reception device for receiving a dealer decision notice based on the estimate information from the second transmission device via

25 e-mail in response to the response registration notice; and

a server for managing the homepage.

11. A storage medium which stores a program for executing:

a first registration step of creating estimate request information and registering the estimate request information on a homepage on the Internet;

a first transmission step of transmitting an estimate request occurrence notice to

5 at least one predetermined prospective dealer via e-mail;

a first reception step of receiving a response registration notice which is transmitted from the prospective dealer via e-mail which shows estimate information decided by the prospective dealer based on the estimate request information registered in response to the estimate request occurrence notice;

10 a first reference step of referencing the estimate information on the homepage in response to the response registration notice;

a decision step of selecting and deciding a dealer to be dealt with from the prospective dealers based on the estimate information referenced on the homepage and business conditions registered in advance; and

15 a second transmission step of transmitting a dealer decision notice via e-mail to the dealer.

12. A storage medium which stores a program for executing:

a second reception step of receiving an estimate request occurrence notice via e-mail from an ordering side;

a second reference step of referencing estimate request information on a
5 homepage on the Internet in response to the estimate request occurrence notice;

a second registration step of creating estimate information based on the estimate request information and registering the estimate information on the homepage;

a third transmission step of transmitting a response registration notice to the ordering side via e-mail to inform that the estimate information is registered; and

10 a third reception step of receiving from the ordering side via e-mail a dealer decision notice which is decided by the ordering side in view of the estimate information in response to the response registration notice.

13. A method for business negotiations, comprising:

registering estimate request information on a homepage on the Internet;

registering prospective dealers;

transmitting to the prospective dealers via e-mail an estimate request occurrence

- 5 notice which informs that the estimate request information is registered on the homepage;
receiving the estimate request occurrence notice and recognizing the estimate
request occurrence; and
acquiring the estimate request information from the homepage in response to the
estimate request occurrence notice.

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14. A method for business negotiations according to claim 13, which further comprises a
step of creating estimate information based on the estimate request information and
registering the estimate information on the homepage.